

Local Market Update – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Natick

Single-Family Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	21	26	+ 23.8%	218	200	- 8.3%
Closed Sales	22	13	- 40.9%	225	178	- 20.9%
Median Sales Price*	\$918,000	\$1,050,000	+ 14.4%	\$902,000	\$915,000	+ 1.4%
Inventory of Homes for Sale	49	37	- 24.5%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	41	29	- 29.3%	27	31	+ 14.8%
Percent of Original List Price Received*	97.6%	104.1%	+ 6.7%	103.8%	102.2%	- 1.5%
New Listings	39	35	- 10.3%	282	243	- 13.8%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

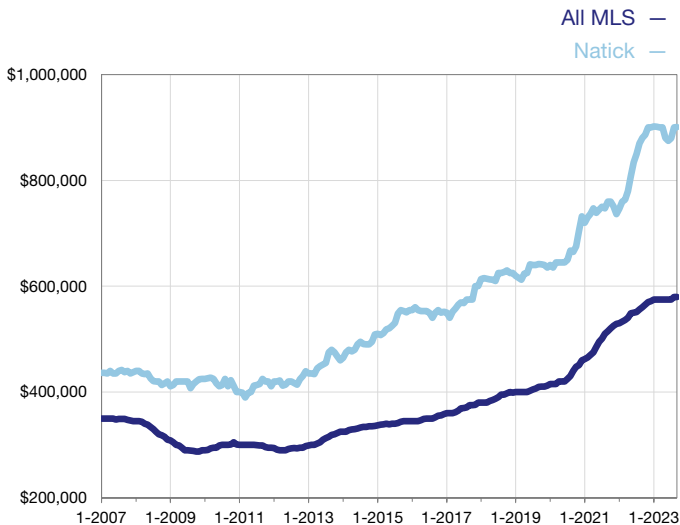
Condominium Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	8	11	+ 37.5%	99	75	- 24.2%
Closed Sales	10	7	- 30.0%	98	69	- 29.6%
Median Sales Price*	\$422,500	\$436,000	+ 3.2%	\$625,000	\$625,000	0.0%
Inventory of Homes for Sale	17	8	- 52.9%	--	--	--
Months Supply of Inventory	1.5	1.0	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	25	13	- 48.0%	20	24	+ 20.0%
Percent of Original List Price Received*	99.0%	104.7%	+ 5.8%	102.4%	101.5%	- 0.9%
New Listings	15	13	- 13.3%	119	87	- 26.9%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

